VOLUMES 1–4 INDEX

Alexander, Dorothy H., *Word Corner:* Vol. 3, Nos. 3, 4 (1986, 1987); Vol. 4, Nos. 2, 3 (1988)
Allan, David Grayson, *Bound by Their Past or in Transition? An Analysis of U.S. Management Consulting Associations:* Vol. 3, No. 1 (1986)
Alleyne, Joel, *Computer Corner:* Vol. 4, No. 1 (1988)
Altier, William J., *We're Glad We Don't Know Your Business:* Vol. 3, No. 3 (1987)
Altier, William J., *Direct Involvement of the Client's People: Boon or Burden?:* Vol. 4, No. 4 (1988)
Arneson, George S., *Tactical Aspects of Supporting Business Litigation:* Vol. 1, No. 1 (1982)
Arneson, George S., *Book Reviews:* Vol. 4, No. 3 (1988)
Axline, Larry L., *How Performance Counseling Can Help Your Firm:* Vol. 2, No. 2 (1985)
Babicky, Jacqueline, *Consulting to the Family Business:* Vol. 3, No. 4 (1987)
Bane, William P. and Peter Fredericks, *Computer Corner:* Vol. 4, No. 4 (1988)
Barcus, Sam W. III, *Never Stop Wooing the Client:* Vol. 4, No. 4 (1988)
Becker, Hugo, *Guiding the Client to Take Action:* Vol. 1, No. 4 (1984)
Behn, Prescott, *Self-Indulgence, Insidious Foe of Sound Management:* Vol. 1, No. 4 (1984)
Behn, Prescott, *The Case of the Crippled Client – Commentary:* Vol. 2, No. 1 (1985)
Bell, Chip R., *Entry Is a Critical Phase in Consulting:* Vol. 3, No. 1 (1986)
Berry, Jay, *Consulting in Europe: Styles and trends:* Vol. 1, No. 2 (1983)
Berry, Jay, *Book Reviews:* Vol. 3, No. 4 (1987)
Berry, Jay, *Letter from Europe:* Vol. 3, No. 4 (1987); Vol. 4, Nos. 1, 2, 3, 4 (1988)
Bobrow, Edwin E., *Grand Strategies for Marketing Small Consultants:* Vol. 3, No. 1 (1986)
Boroian, Donald D., *Leverage in a Specialty Consulting Practice:* Vol. 3, No. 3 (1987)
Bower, Marvin, *The Forces That Launched Management Consulting Are Still at Work:* Vol. 1, No. 1 (1982)
Boxer, Philip J., *The Case of the Crippled Client – Commentary:* Vol. 2, No. 1 (1985)
Bradford, Allyn J., *Freedom of Information Changes the Rules:* Vol. 2, No. 1 (1985)
Brouillard, Robert V. and Donald B. Hathaway, *Long Road to Legal Recognition:* Vol. 4, No. 1 (1988)
Carson, William M., *Consultants Have a Hand in National Development:* Vol. 3, No. 3 (1987)
Cherrington, J. Owen and Kevin D. Stocks, *Master Plan for Teaching Consultants:* Vol. 2, No. 3 (1985)
Ciampa, Dan, *The Case of the Crippled Client – Commentary:* Vol. 2, No. 1 (1985)
Cody, Thomas G., *What Spells "Quality" in Consulting?:* Vol. 3, No. 3 (1987)
Congram, Carole A. and Ruth J. Dumesic, *Client-Centered Firms Win:* Vol. 3, No. 2 (1986)
Connally, Gerald E. and Judith B. Winkle, *Computer Corner:* Vol. 2, No. 4 (1985)
Cox, Connie A., *The Art of Prying out Information:* Vol. 2, No. 2 (1985)
De Araujo, C. Borges, *Social Impacts on New Technology:* Vol. 2, No. 4 (1985)
Dekom, Anton K., *How and Why Internal Consulting was Born:* Vol. 3, No. 3 (1987)
Dimnik, T.P., H.P. Greenwood, and C.A. Higgins, *Computer Corner:* Vol. 3, No. 2 (1986)
Dixit, P.P., *A Small Consultant's Survival Kit:* Vol. 4, No. 4 (1988)
Edgar, James M., *From the Editor:* Vol. 3, No. 4 (1987)
Eibs, William J., *A Better Way to Pick a Consultant:* Vol. 2, No. 4 (1985)
England, Gordan A., *Book Reviews:* Vol. 1, No. 2 (1983)
Fein, Mitchell, *Experience and Background as Determining Factors:* Vol. 1, No. 3 (1984)
Fielden, John S., *Co-Authorships Made in Heaven:* Vol. 4, No. 3 (1988)
Fleming, J. Richard, *Computer Corner:* Vol. 2, No. 2 (1985)
Friedman, Marc S., Mary J. Hildebrand, and Wendy E. Whitten, *Computer Corner:* Vol. 3, No. 4 (1987)
Gelb, Gabriel M., *Arm Your Consulting Practice with Market Research:* Vol. 2, No. 4 (1985)
Golightly, Henry O., *The Initial Assignment: Self-Contained, but Exploratory:* Vol. 1, No. 3 (1984)
Golightly, Henry O., *The Value of Good Manners and Kindness:* Vol. 3, No. 4 (1987)
Good, Raymond F., *Pros and Cons of Corporate Consulting:* Vol. 2, No. 3 (1985)
Gore, George J., *Conditions Conducive to Creative Consulting:* Vol. 1, No. 2 (1983)
Gotlieb, Leo, *Keeping Your Professional Edge:* Vol. 4, No. 4 (1988)
Grinstein, Gerald, *A Client's Eye View of Consulting:* Vol. 4, No. 2 (1988)
Guest, Robert H., *Challenges for the Year 2000:* Vol. 2, No. 4 (1985)
Hagedorn, Homer J., *The Anatomy of Ideas Behind a Successful Consulting Firm:* Vol. 1, No. 1 (1982)
Hagedorn, Homer J., *Seven Internal Management Consulting Groups and What They Do:* Vol. 1, No. 3 (1984)
Hall, R. Duane, *Intricacies of People Problems Abroad:* Vol. 4, No. 4 (1988)
Hall, William P., *Executive Service Corps: An Opportunity for Retired Consultants:* Vol. 2, No. 1 (1985)
Handwerk, Paul, *A Salable Project to Meet the Client's Needs:* Vol. 1, No. 3 (1984)
Harris, Albert L., *What Every Consultant Should Know:* Vol. 3, No. 1 (1986)
Hayes, Robert H., *High Payoffs from Practice Development:* Vol. 1, No. 3 (1984)

VOLUMES 1–4 INDEX

Henderson, Bruce D., *Credo:* Vol. 2, No. 1 (1985)
Heyde, G.C., *From the Editor:* Vol. 2, No. 3 (1985)
Hickman, James R., *A Consultant's Primer of Personal Selling:* Vol. 1, No. 1 (1982)
Horringa, Dirk, *The Cultural Battlefield: A Second Opinion about "Excellence":* Vol. 1, No. 3 (1984)
Hupp, Burr, *This Remarkably Stable Profession:* Vol. 4, No. 2 (1988)
Kahn, Robert, *The Practical Philosophy of Ethics:* Vol. 1, No. 4 (1984)
Kaufman, Felix, *How Much Do You Need a Personal Computer?:* Vol. 1, No. 3 (1984)
Kaufman, Felix, *Computer Corner:* Vol. 1, No. 4 (1984)
Kennedy, Allan A., *Look Who I Am!:* Vol. 1, No. 1 (1982)
Ketcham, Bunty, *Book Reviews:* Vol. 4, No. 4 (1988)
Lawrence, Thomas H., *The Light Touch: Invisible but Effective:* Vol. 1, No. 2 (1983)
Lawrence, Thomas H., *Let Every Action Contribute to the Client:* Vol. 1, No. 3 (1984)
Levy, Leslie, *Book Reviews:* Vol. 3, No. 3 (1987)
Lundberg, Craig C., *Consulting Through the Looking Glass:* Vol. 3, No. 4 (1987)
Maister, David H., *Job Assignments Set the Pace in Professional Service Firms:* Vol. 1, No. 1 (1982)
Maister, David H., *Profitability: Beating the Downward Trend:* Vol. 1, No. 4 (1984)
Maister, David H., *Industry Specialization: Essential but Hard to Manage:* Vol. 2, No. 1 (1985)
Maister, David H., *The Three E's of Professional Life:* Vol. 3, No. 2 (1986)
Marcure, Judy, *Worldwide Developments in Management: Consulting:* Vol. 1, No. 4 (1984)
Marks, Mitchell Lee, *How to Treat the Merger Syndrome:* Vol. 4, No. 3 (1988)
Mastenbroek, Willem F.G., *The Politics of Consultancy:* Vol. 3, No. 1 (1986)
Melville, Donald R., *Consulting as Seen from the Top:* Vol. 1, No. 4 (1984)
Metzger, Robert O., *The Case of the Crippled Client:* Vol. 2, No. 1 (1985)
Metzger, Robert O., *The Case of the Crippled Client – The Final Word:* Vol. 2, No. 1 (1985)
Metzger, Robert O., *Four Weeks in the Fast Lane: A Consultant's Observations on Life as a Senior Executive:* Vol. 2, No. 2 (1985)
Metzger, Robert O., *Special Report: Meeting of the Management Consulting Division of the Academy of Management:* Vol. 2, No. 3 (1985)
Metzger, Robert O., *The Changing Paradigm of Consulting:* Vol. 3, No. 4 (1987)
Metzger, Robert O., *Guidelines for Tomorrow's Consultants:* Vol. 4, No. 4 (1988)
Mitchell, Lee Marks, *How to Treat the Merger Syndrome:* Vol. 4, No. 3 (1988)
Morgan, Walter E., *Book Reviews:* Vol. 3, No. 3 (1987)
Morrison, James H., *Book Reviews:* Vol. 3, No. 3 (1987)
Nees, Danielle B., *Building an International Practice:* Vol. 3, No. 2 (1986)
Nerland, Jeffrey A., *Turning Around a Packaging Company:* Vol. 2, No. 3 (1985)
Neville, Richard O., *Tactics to Make a Marketing Strategy Succeed:* Vol. 1, No. 3 (1984)
Norris, David B., *A Marketing Checklist for Consultants:* Vol. 3, No. 3 (1987)
Novelli, Luke Jr. and Warren R. Flynn, *Better Ways to Collect Information from Clients:* Vol. 3, No. 4 (1987)
Ofner, Alan J., *Leveraging Planning Resources:* Vol. 2, No. 2 (1985)
Overholt, Miles H. and William J. Altier, *Participative-Process Consulting: The Hard and Soft of It:* Vol. 4, No. 3 (1988)
Payne, Adrian F.T., *Australia's Own Brand of Consulting:* Vol. 2, No. 4 (1985)
Perkins, Robert W., *Book Reviews:* Vol. 2, Nos. 1,2,3,4 (1985); Vol. 3, Nos. 1,2 (1986); Vol. 3, Nos. 3,4 (1987); Vol. 4, Nos. 1,2,3,4 (1988)
Popper, Frank J., *Why I Don't Do Much Federal Consulting Anymore:* Vol. 2, No. 3 (1985)
Powell, Barbara, David Owen, Kenneth Craddock, and Patrick Sweeney, *The Weird World of Municipal Consulting:* Vol. 2, No. 2 (1985)
Price, Charlton R., *Paris Potential: Forming International Links:* Vol. 3, No. 2 (1986)
Price, Charlton R., *Professional Development, Worldwide View:* Vol. 4, No. 1 (1988)
Putnam, Arnold O., *Excellence Is Not Enough:* Vol. 4, No. 3 (1988)
Quay, John G., *The Art and Science of Effective Interviewing:* Vol. 2, No. 2 (1985)
Quay, John G., *Gently Steering the Interview:* Vol. 2, No. 3 (1985)
Quay, John G., *The Knack of Interpreting Interviews:* Vol. 2, No. 4 (1985)
Quay, John G., *Book Reviews:* Vol. 4, No. 2 (1988)
Ratiu, Indrei, *Multicultural Tides in European Consulting:* Vol. 2, No. 4 (1985)
Regan, Timothy R., *The Joy of Government Business:* Vol. 3, No. 2 (1986)
Rivett, Albert G., *Word Corner:* Vol. 3, No. 3 (1987); Vol. 4, Nos. 1,4 (1988)
Robinson, Ronald B., *Building Professionalism in Canada:* Vol. 1, No. 4 (1984)
Roethle, John D., *Efforts to Win Public Recognition Gain Momentum:* Vol. 4, No. 1 (1988)
Rosenau, Milton D., Jr., *Ten Ways to Make a Name for Yourself:* Vol. 1, No. 4 (1984)
Rosenau, Milton D., Jr., *Computer Corner:* Vol. 3, No. 1 (1986)

VOLUMES 1–4 INDEX

Royce, William S., *How to Be a Business Coach:* Vol. 4, No. 2 (1988)
Rzadca, Robert A., *Poland's Pioneering Consultants Look to America:* Vol. 3, No. 2 (1986)
Sabath, Robert E., *Base Scope on Five Considerations:* Vol. 1, No. 3 (1984)
Sabath, Robert E., *From Our Roots to Our Future: An Irreverent Look at Management Consulting:* Vol. 3, No. 4 (1987)
Sabath, Robert E., *Humor in Consulting:* Vol. 4, Nos. 2,3,4 (1988)
Schaffer, Robert H., *Make Sure the Client Makes Demands:* Vol. 1, No. 1 (1982)
Schaffer, Robert H., Editor, *The Pivotal First Step in an Initial Engagement:* Vol. 1, No. 3 (1984)
Schaffer, Robert H., *The Case of the Crippled Client – Commentary:* Vol. 2, No. 1 (1985)
Schaffer, Robert H. and Ronald N. Ashkenas, *Anxiety: The Consultant's Unwelcome Companion:* Vol. 1, No. 2 (1983)
Schaffir, Walter B., *The Consultant's Role as a Supportive Coach:* Vol. 2, No. 2 (1985)
Schiller, Marvin, *The Steep Road Ahead for Consulting:* Vol. 4, No. 2 (1988)
Seeber, Barbara, *Advice from on High:* Vol. 3, No. 1 (1986)
Selcoe, Theresa L., *Flying with a Female Consultant:* Vol. 1, No. 2 (1983)
Selcoe, Theresa L., *The Impacts of Female Consultants:* Vol. 4, No. 2 (1988)
Shapero, Albert, *Profile of the Consultant Entrepreneur:* Vol. 1, No. 4 (1984)
Shays, E. Michael, *Learning Must Be a Life Long Job for Consultants:* Vol. 1, No. 2 (1983)
Shays, E. Michael, *Institute of Management Consultants, Inc.: A Profile of the Organization:* Vol. 2, No. 2 (1985)
Shays, E. Michael, *Growing International Consulting Body:* Vol. 2, No. 3 (1985)
Shays, E. Michael, *AMC: Haven for Small Consulting Firms:* Vol. 2, No. 4 (1985)
Shays, E. Michael, *International Reciprocity for Consultants:* Vol. 4, No. 1 (1988)
Shays, E. Michael, *Straight Talk about Management Consulting:* Vol. 4, No. 3 (1988)
Short, Lawrence O., Janice M. Hightower, and Jerry P. Snow, *In-House Consulting for the U.S. Air Force:* Vol. 2, No. 3 (1985)
Simon, Gerald A., *From the Editor:* Vol. 1, Nos. 1,2,3,4 (1982, 1983, 1984); Vol. 2, Nos. 1,2,4 (1985); Vol. 3, Nos. 1,2,3 (1986, 1987); Vol. 4, Nos. 1,2,3,4 (1988)
Simon, Gerald A., *Computer Corner:* Vol. 3, No. 3 (1987)
Singh, Nirmal, *Indian Adopts Management Consulting:* Vol. 4, No. 1 (1988)
Sloane, Carl S., *The Road Ahead for Consulting:* Vol. 3, No. 1 (1986)
Snader, Jack R., *A Strategy for Selling Consulting Services:* Vol. 2, No. 1 (1985)
Summers, Edward L. and Joanna Lee-Yun Ho, *What Do Business School Professors Think About Management Consulting?:* Vol. 1, No. 3 (1984)
Tagiuri, Renato, *Of Change and the Consultant:* Vol. 3, No. 4 (1987)
Takagi, Katsufumi, *The Long Road Upward for Japanese Consultants:* Vol. 3, No. 2 (1986)
Taylor, James W., *Profile of the Professional:* Vol. 4, No. 2 (1988)
Thomas, Hedley R., *Membership Requirements for Consultants:* Vol. 4, No. 1 (1988)
Tierno, David A., *Growth Strategies for Consulting in the Next Decade:* Vol. 3, No. 3 (1987)
Toan, Arthur B., *Book Reviews:* Vol. 1, Nos. 1,2,3 (1982, 1983, 1984); Vol. 2, Nos. 1,3 (1985)
Turner, Arthur N., *Match the Client's Need with the Client's Request:* Vol. 1, No. 2 (1983)
Turner, Arthur N., *Guiding Managers to Improve Their Own Performance:* Vol. 4, No. 4 (1988)
Van den Berg, Jan B., *Book Reviews:* Vol. 3, No. 1 (1986)
Vrakking, Willem J., *Revamping Organizations through Cultural Intervention:* Vol. 2, No. 3 (1985)
Walkoe, Wilbur J., *Purpose Design Provides a Handle on Productivity Improvement:* Vol. 1, No. 3 (1984)
Washburn, Stewart A., Editor, *Five Perspectives on Consulting Today:* Vol. 1, No. 1 (1982)
Washburn, Stewart A., Editor, *What's News:* Vol. 1, No. 2 (1983)
Washburn, Stewart A., *Selling Is Not a Dirty Word:* Vol. 1, No. 3 (1984)
Washburn, Stewart A., Editor, *Management Consultants and Academia: Seven Views of the Relationship:* Vol. 2, No. 1 (1985)
Washburn, Stewart A., *A Program to Sell Professional Services:* Vol. 2, No. 3 (1985)
Washburn, Stewart A., *Does Your Client Know What You Do?:* Vol. 4, No. 4 (1988)
Waters, Bertram G., *How to Market a Consulting Practice:* Vol. 4, No. 3 (1988)
Weisbord, Marvin R., *For More Productive Workplaces:* Vol. 4, No. 2 (1988)
Wheatley, Walter J. and Terry R. Armstrong, *Beware the Uncertain Client:* Vol. 4, No. 3 (1988)
Wittreich, Warren J., *Four Dilemmas in Selling Consulting Services:* Vol. 2, No. 1 (1985)
Young, Lewis H., *A Hard Look at the Profession:* Vol. 3, No. 4 (1987)
Zeman, Suzanne E., *Rejoinder from Another Expert (to: What Every Consultant Should Know):* Vol. 3, No. 1 (1986)